

## Message Text

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PAGE 01 STATE 108194  
ORIGIN NEA-10

INFO OCT-01 ISO-00 PM-04 DODE-00 COME-00 EB-07 MC-02  
ACDA-07 L-03 CIAE-00 INR-07 NSAE-00 TRSE-00 /041 R

DRAFTED BY NEA/ARN:WNHOWELL,JR.:GCB  
APPROVED BY NEA/ARN:MDRAPER  
PM/SAS:DKEENE (DRAFT)  
OSD/ISA/DSAA:LTC. PERKINS (DRAFT)

-----140249Z 121309 /64

P 131513Z MAY 77  
FM SECSTATE WASHDC  
TO AMEMBASSY BEIRUT PRIORITY

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E.O. 11652: N/A

TAGS: MASS, LE

SUBJECT:LEBANESE ISF ORDER FOR RADIO EQUIPMENT

REF: (A) BEIRUT 2157; (B) BEIRUT 1477

1. USG NOT ABLE OR PREPARED GUARANTEE PRICE OF COMMUNICATIONS EQUIPMENT OFFERED ISF BY AMERICAN SUPPLIER FOR COMMERCIAL SALE "WOULD NOT EXCEED THAT WHICH U.S. MILITARY HAS PAID FOR EQUIVALENT EQUIPMENT." NOT ONLY ARE THERE PRACTICAL PROBLEMS, DIFFICULTIES AND QUESTIONS OF PRINCIPLE INVOLVED, BUT PRACTICE WOULD ESTABLISH UNDESIRABLE PRECEDENT WITH WHICH WE DO NOT WISH TO BE SADDLED.

2. PRICES PAID BY USG FOR MOST RECENT PURCHASE OF SIMILAR EQUIPMENT ARE MATTER OF PUBLIC RECORD AND COULD BE RESEARCHED. RESULTS OF PROJECT, HOWEVER, WOULD PROBABLY NOT BE PARTICULARLY ILLUMINATING TO AL-HAJJ. TO CITE ONLY MOST  
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TELLING OF VARIABLES INVOLVED, QUANTITIES SOUGHT BY ISF WOULD BE CONSIDERED "UNECONOMIC PROCUREMENT" FOR USG, WHICH NATURALLY RECEIVES PRICE CONSIDERATION FOR BULK BUYING. USG PROCUREMENT IS ALSO BASED ON COMPETITIVE BIDS AND DETAILED SPECIFICATIONS WHICH MAY VARY FROM CASE TO CASE. FINALLY, RATE OF COST INCREASE FOR SUCH ITEMS IS SUCH THAT PRICE PAID SEVERAL MONTHS AGO PROVIDES NO RPT NO GUIDE TO PRESENT

COST. PRICING PICTURE IS FURTHER COMPLICATED BY FACT THAT  
USG MAY, IN CERTAIN CASES, PAY PREMIUM FOR ONE OR MORE  
CONSIDERATIONS (E.G., SPEED OF DELIVERY, COMPATIBILITY  
WITH EXISTING INVENTORY, SPECIAL PERFORMANCE CHARACTERIS-  
TICS, FEATURES SUCH AS RUGGEDNESS, ETC).

3. OUR PRELIMINARY INVESTIGATION OF THIS PROBLEM HAS  
CONVINCED US THAT AL-HAJJ IS BARKING UP THE WRONG TREE.  
PLEASE ADVISE. CHRISTOPHER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** PROCUREMENT, RADIO EQUIPMENT  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 13-May-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977STATE108194  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** WNHOWELL,JR.:GCB  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770170-0211  
**Format:** TEL  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Legacy Key:** link1977/newtext/t19770561/aaaabzxv.tel  
**Line Count:** 72  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 62b5a494-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN NEA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 BEIRUT 2157, 77 BEIRUT 1477  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 22-Mar-2005 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2533315  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** LEBANESE ISF ORDER FOR RADIO EQUIPMENT  
**TAGS:** MASS, LE  
**To:** BEIRUT  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/62b5a494-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
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22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009